

September 2019



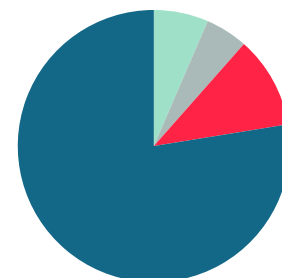
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2019 for MLS Technology Inc.

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	89	111	24.72%
Pending Listings	91	86	-5.49%
New Listings	388	300	-22.68%
Average List Price	117,821	123,237	4.60%
Average Sale Price	111,746	116,228	4.01%
Average Percent of Selling Price to List Price	92.97%	93.93%	1.03%
Average Days on Market to Sale	67.73	71.49	5.55%
End of Month Inventory	1,630	1,327	-18.59%
Months Supply of Inventory	16.56	12.60	-23.93%



■ Closed (6.49%)
■ Pending (5.03%)
■ Other OffMarket (10.93%)
■ Active (77.56%)

Absorption: Last 12 months, an Average of **105** Sales/Month
Active Inventory as of September 30, 2019 = **1,327**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **18.59%** to 1,327 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **12.60** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.01%** in September 2019 to \$116,228 versus the previous year at \$111,746.

Average Days on Market Lengthens

The average number of **71.49** days that homes spent on the market before selling increased by 3.76 days or **5.55%** in September 2019 compared to last year's same month at **67.73** DOM.

Sales Success for September 2019 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 300 New Listings in September 2019, down **22.68%** from last year at 388. Furthermore, there were 111 Closed Listings this month versus last year at 89, a **24.72%** increase.

Closed versus Listed trends yielded a **37.0%** ratio, up from previous year's, September 2018, at **22.9%**, a **61.30%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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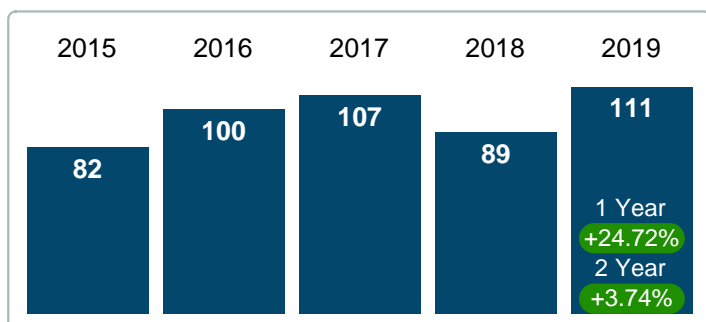
Area Delimited by Counties Haskell, Latimer, LeFlore, McIntosh, Pittsburg, Pushmataha



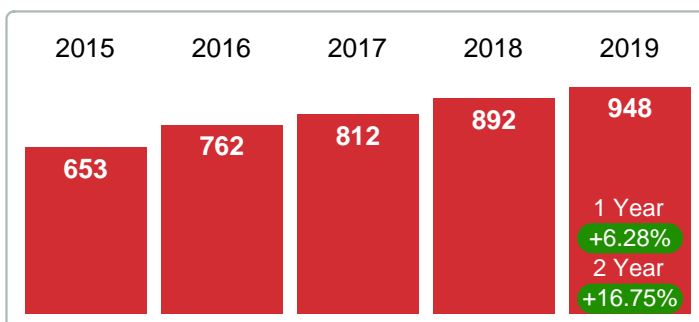
CLOSED LISTINGS

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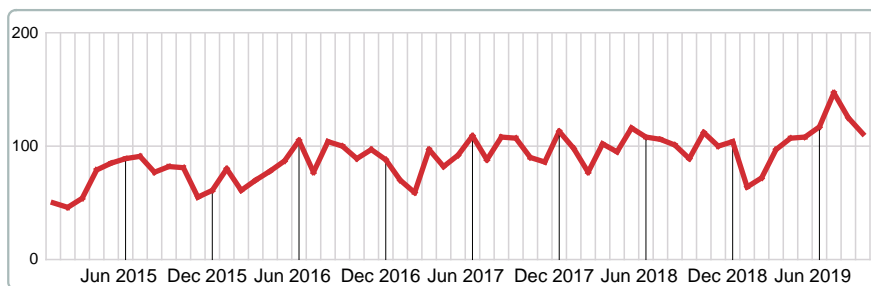
SEPTEMBER



YEAR TO DATE (YTD)

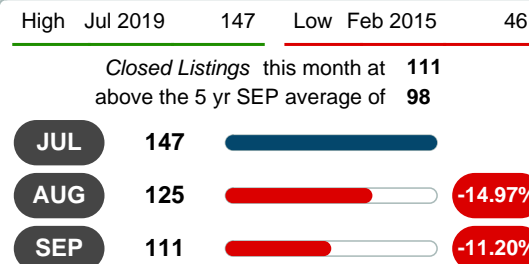


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	9.91%	48.1	8	3	0	0
\$30,001 - \$40,000	8	7.21%	30.9	6	1	1	0
\$40,001 - \$70,000	20	18.02%	99.3	10	10	0	0
\$70,001 - \$110,000	29	26.13%	80.1	8	14	6	1
\$110,001 - \$150,000	17	15.32%	63.8	5	11	1	0
\$150,001 - \$200,000	14	12.61%	74.9	2	10	2	0
\$200,001 and up	12	10.81%	59.8	1	6	4	1
Total Closed Units	111			40	55	14	2
Total Closed Volume	12,901,363	100%	71.5	2.98M	6.67M	2.55M	698.00K
Average Closed Price	\$116,228			\$74,614	\$121,327	\$181,843	\$349,000

September 2019



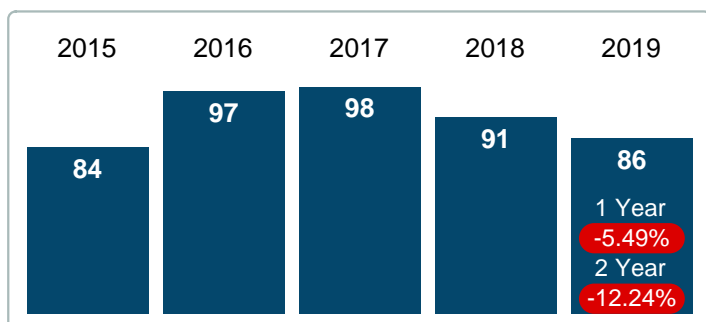
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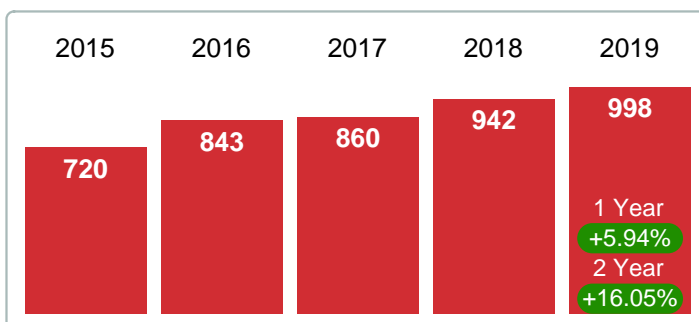
PENDING LISTINGS

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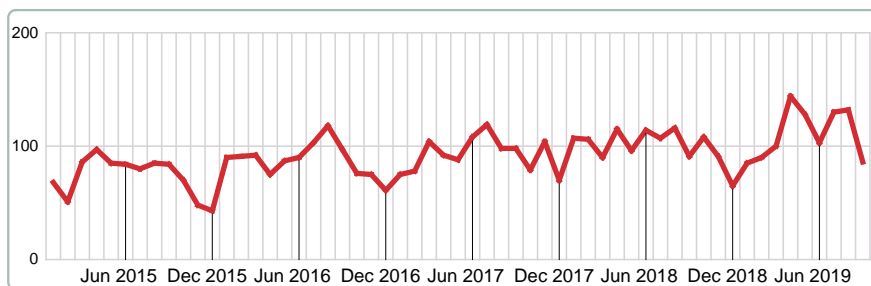
SEPTEMBER



YEAR TO DATE (YTD)

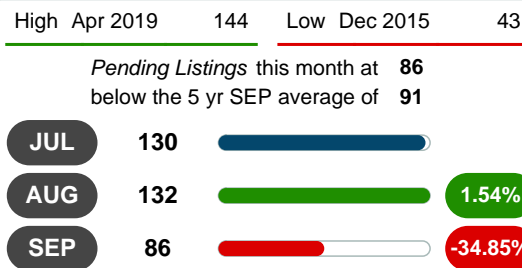


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 91



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	4.65%	69.3	4	0	0	0
\$20,001 - \$50,000	14	16.28%	83.9	6	8	0	0
\$50,001 - \$80,000	14	16.28%	56.2	5	6	3	0
\$80,001 - \$130,000	20	23.26%	63.4	6	11	2	1
\$130,001 - \$210,000	14	16.28%	96.8	5	8	1	0
\$210,001 - \$340,000	11	12.79%	46.8	5	5	1	0
\$340,001 and up	9	10.47%	70.9	1	2	4	2
Total Pending Units	86			32	40	11	3
Total Pending Volume	12,683,350	100%	119.2	3.75M	5.42M	2.38M	1.13M
Average Listing Price	\$120,691			\$117,219	\$135,469	\$216,600	\$377,000

September 2019



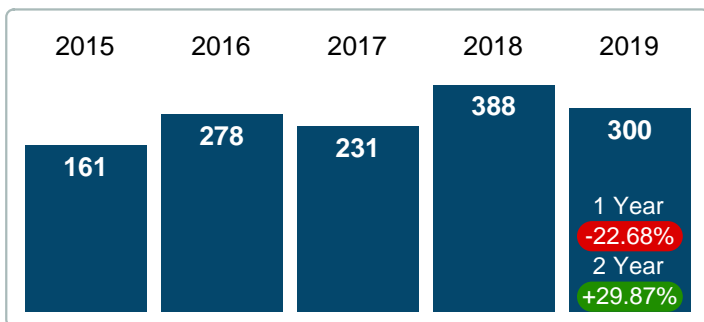
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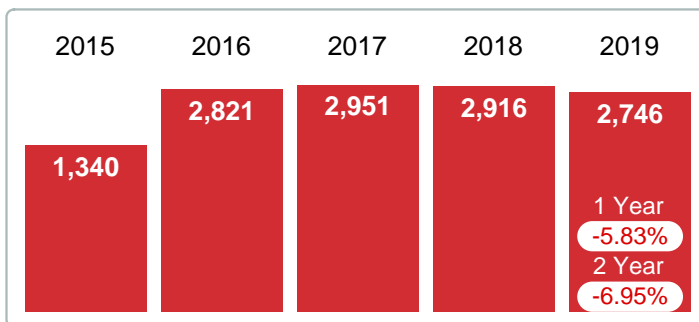
NEW LISTINGS

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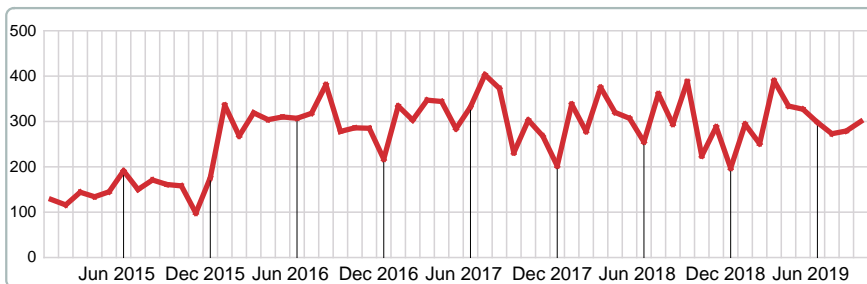
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 272

High Jul 2017 403 Low Nov 2015 98

New Listings this month at **300**
above the 5 yr SEP average of **272**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	50	16.67%	39	9	2	0
\$25,001-\$50,000	53	17.67%	44	9	0	0
\$50,001-\$125,000	73	24.33%	37	30	5	1
\$125,001-\$200,000	48	16.00%	8	28	11	1
\$200,001-\$325,000	46	15.33%	19	15	10	2
\$325,001 and up	30	10.00%	5	11	10	4
Total New Listed Units	300		152	102	38	8
Total New Listed Volume	47,357,289	100%	14.59M	20.71M	9.12M	2.93M
Average New Listed Listing Price	\$302,500		\$96,007	\$203,014	\$240,132	\$366,488

September 2019



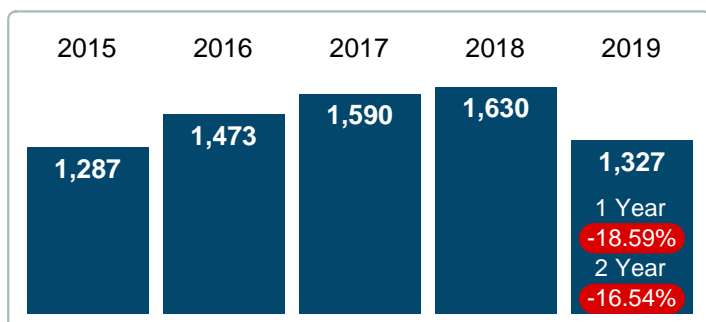
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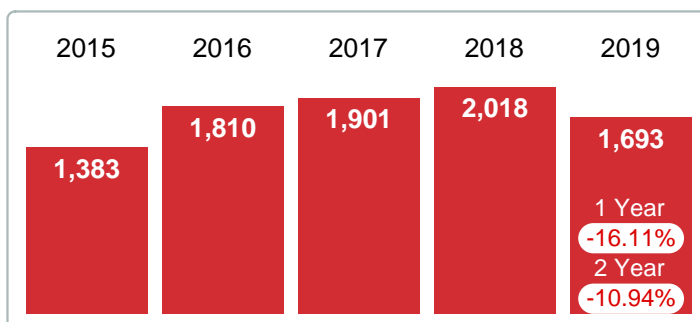
ACTIVE INVENTORY

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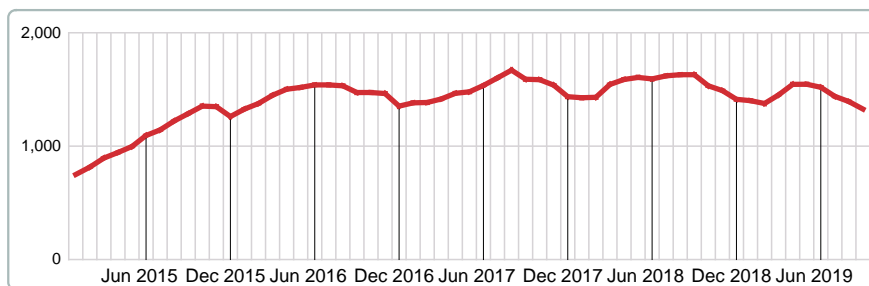
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

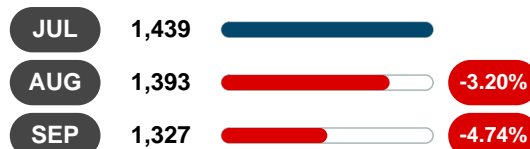


3 MONTHS

5 year SEP AVG = 1,461

High Aug 2017 1,670 Low Jan 2015 750

Inventory this month at 1,327 below the 5 yr SEP average of 1,461



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	178	13.41%	110.2	161	14	3	0
\$25,001-\$75,000	322	24.27%	101.9	263	49	9	1
\$75,001-\$125,000	261	19.67%	120.6	148	98	13	2
\$125,001-\$200,000	235	17.71%	96.7	98	100	34	3
\$200,001-\$350,000	200	15.07%	81.4	91	66	39	4
\$350,001 and up	131	9.87%	98.0	48	39	36	8
Total Active Inventory by Units			1,327	809	366	134	18
Total Active Inventory by Volume			230,956,098	108.66M	70.57M	39.75M	11.97M
Average Active Inventory Listing Price			\$174,044	\$134,310	\$192,825	\$296,669	\$665,090

September 2019



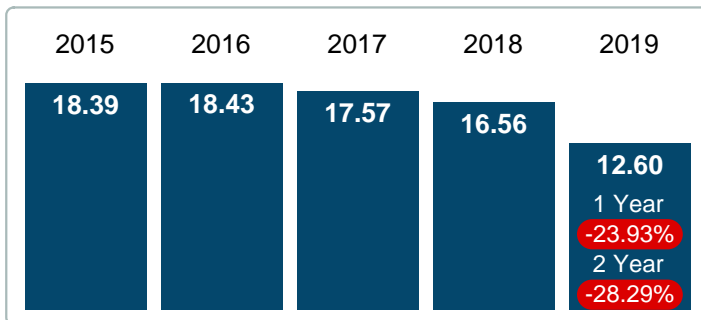
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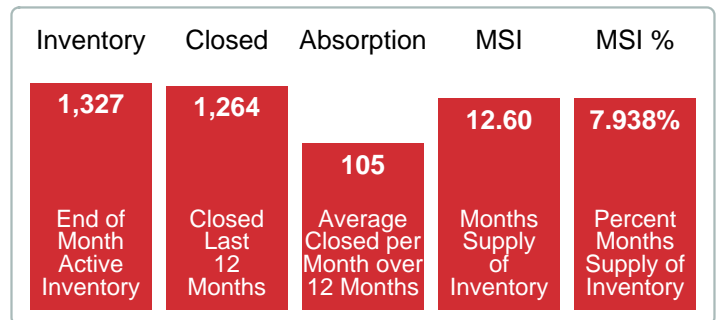
MONTHS SUPPLY of INVENTORY (MSI)

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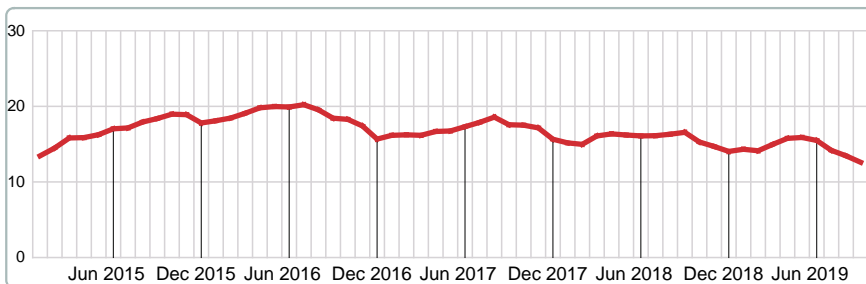
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

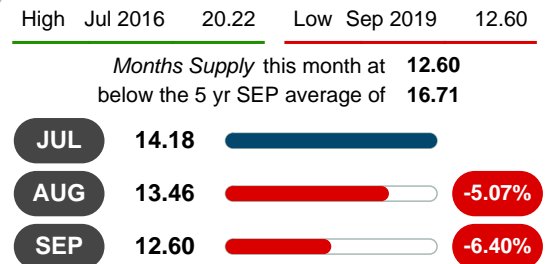


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 16.71



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	134	10.10%	14.49	20.57	4.24	3.43	0.00
\$20,001 - \$40,000	161	12.13%	13.23	18.06	2.84	4.00	0.00
\$40,001 - \$70,000	184	13.87%	10.93	20.00	3.96	10.50	12.00
\$70,001 - \$140,000	350	26.38%	11.05	19.30	7.39	6.44	8.00
\$140,001 - \$220,000	200	15.07%	11.16	36.00	7.18	8.45	6.00
\$220,001 - \$350,000	167	12.58%	15.07	47.37	8.68	12.38	8.00
\$350,001 and up	131	9.87%	20.42	25.04	15.60	22.74	19.20
Market Supply of Inventory (MSI)			12.60	21.91	6.86	10.05	10.29
Total Active Inventory by Units		100%	12.60	809	366	134	18

September 2019



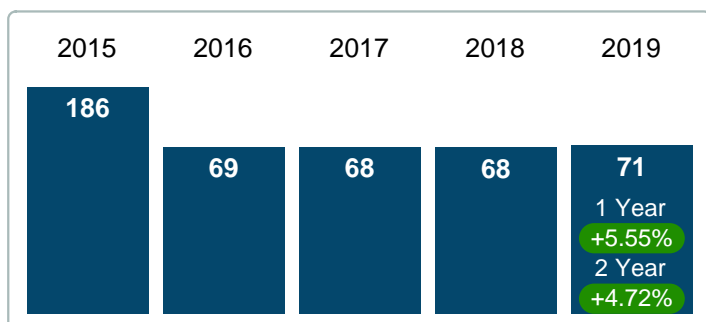
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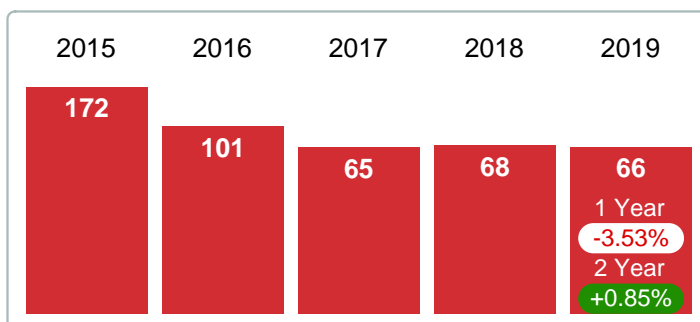
AVERAGE DAYS ON MARKET TO SALE

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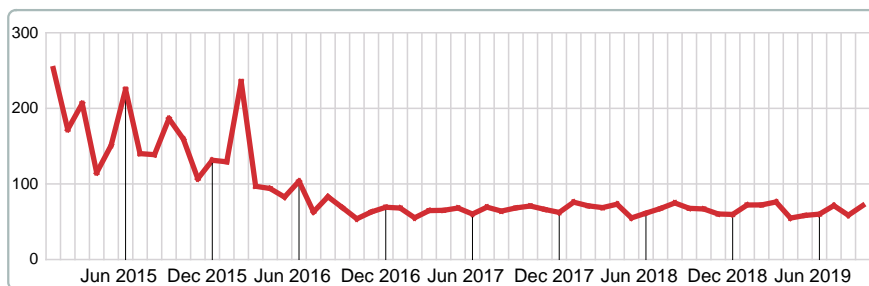
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 93

High Jan 2015 253 Low Oct 2016 54

Average Days on Market to Sale this month at 71 below the 5 yr SEP average of 93



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds		
\$30,000 and less	11	9.91%	48	57	23	0		
\$30,001 - \$40,000	8	7.21%	31	38	19	1		
\$40,001 - \$70,000	20	18.02%	99	86	112	0		
\$70,001 - \$110,000	29	26.13%	80	76	80	97		
\$110,001 - \$150,000	17	15.32%	64	85	51	105		
\$150,001 - \$200,000	14	12.61%	75	95	70	81		
\$200,001 and up	12	10.81%	60	158	40	64		
Average Closed DOM		71		73	70	79	41	
Total Closed Units		111	100%	71	40	55	14	2
Total Closed Volume		12,901,363		2.98M	6.67M	2.55M	698.00K	

September 2019



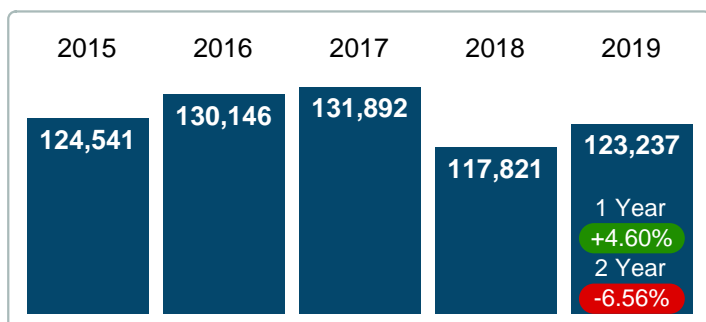
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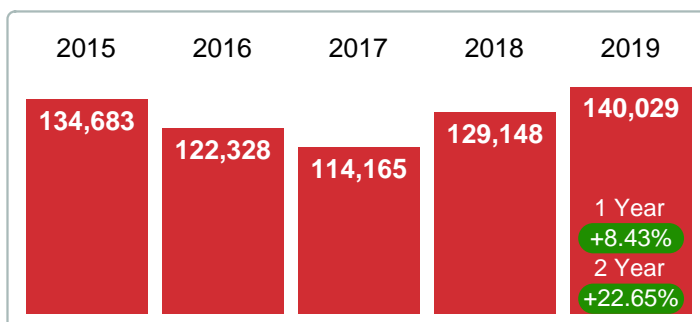
AVERAGE LIST PRICE AT CLOSING

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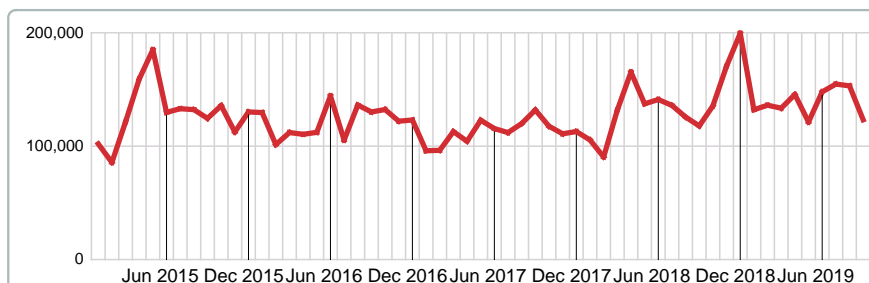
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 125,528

High Dec 2018 199,516 Low Feb 2015 85,630

Average List Price at Closing this month at **123,237**
below the 5 yr SEP average of **125,528**

- JUL** 154,734
- AUG** 153,175 -1.01%
- SEP** 123,237 -19.54%

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$30,000 and less	10	9.01%	17,635	20,244	16,633	0	
\$30,001 - \$40,000	7	6.31%	36,757	42,133	49,900	49,900	
\$40,001 - \$70,000	22	19.82%	57,814	56,460	59,040	0	
\$70,001 - \$110,000	26	23.42%	92,769	86,817	95,989	106,633	
\$110,001 - \$150,000	19	17.12%	128,055	135,350	130,255	134,900	
\$150,001 - \$200,000	14	12.61%	177,848	193,085	178,830	182,000	
\$200,001 and up	13	11.71%	356,838	585,000	280,650	373,750	
Average List Price		123,237		83,045	126,165	191,686	367,450
Total Closed Units		111	100%	123,237	40	55	14
Total Closed Volume		13,679,352		3.32M	6.94M	2.68M	734.90K

September 2019



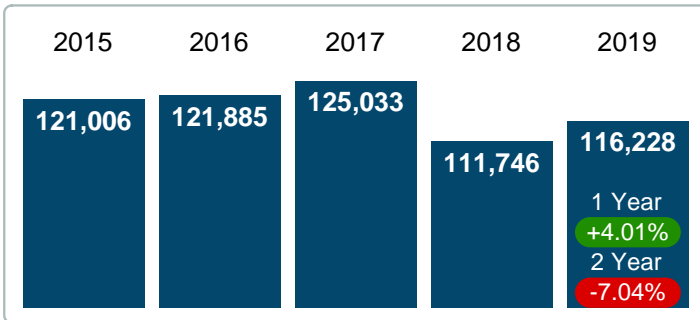
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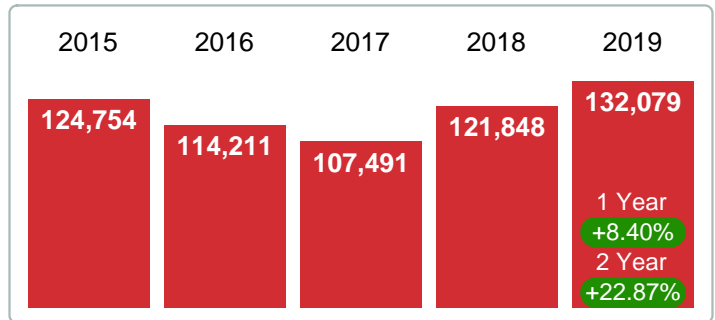
AVERAGE SOLD PRICE AT CLOSING

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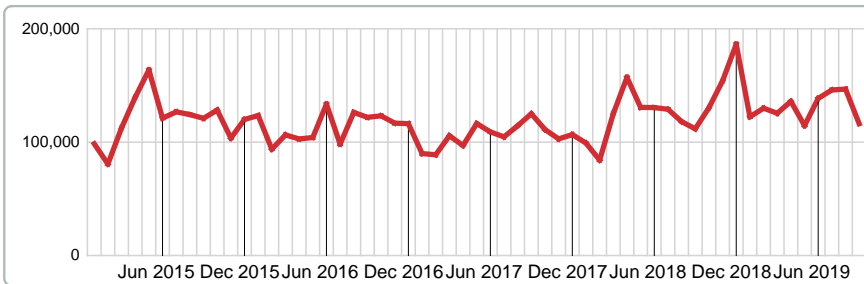
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

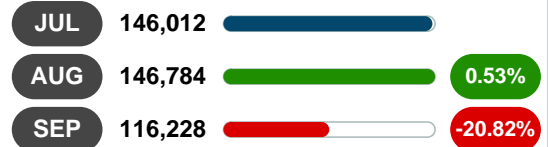


3 MONTHS

5 year SEP AVG = 119,180

High Dec 2018 186,374 Low Feb 2015 80,725

Average Sold Price at Closing this month at 116,228 below the 5 yr SEP average of 119,180



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9.91%	16,859	17,444	15,300	0	0
\$30,001 - \$40,000	7.21%	36,313	35,417	38,000	40,000	0
\$40,001 - \$70,000	18.02%	53,159	51,942	54,375	0	0
\$70,001 - \$110,000	26.13%	89,069	82,087	90,564	96,400	80,000
\$110,001 - \$150,000	15.32%	127,343	126,225	127,027	136,400	0
\$150,001 - \$200,000	12.61%	176,109	187,635	172,425	183,000	0
\$200,001 and up	10.81%	345,742	450,000	275,983	356,250	618,000
Average Sold Price		116,228	74,614	121,327	181,843	349,000
Total Closed Units	100%	111	40	55	14	2
Total Closed Volume		12,901,363	2.98M	6.67M	2.55M	698.00K

September 2019



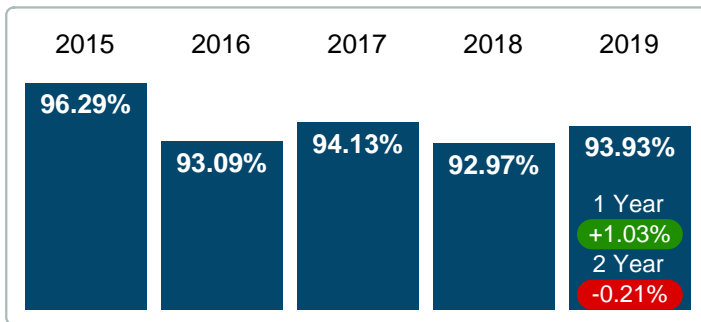
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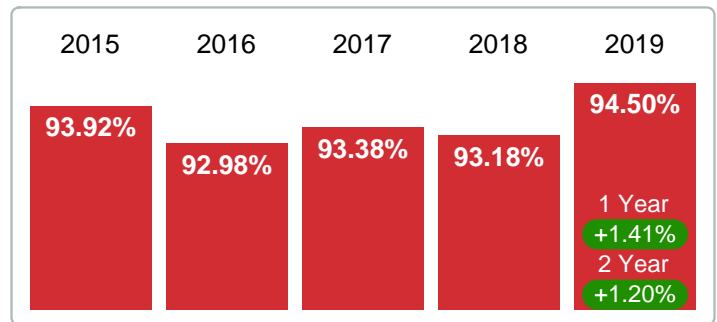
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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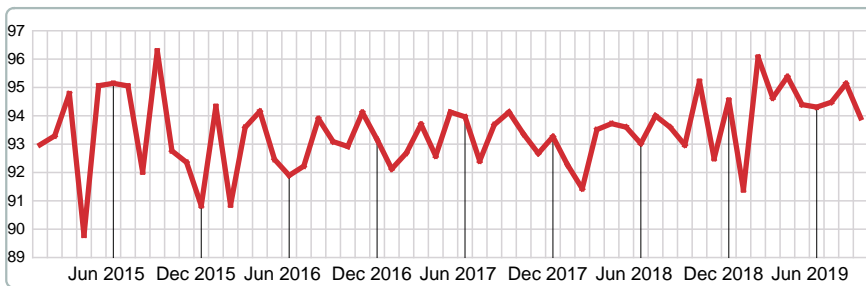
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

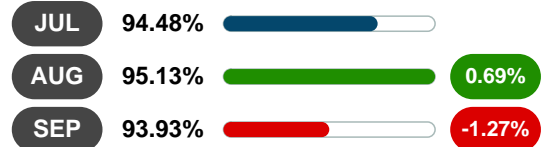


3 MONTHS

5 year SEP AVG = 94.08%

High Sep 2015 96.29% Low Apr 2015 89.78%

Average Sold/List Ratio this month at 93.93% equal to 5 yr SEP average of 94.08%



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	9.91%	90.13%	87.97%	95.90%	0.00%	0.00%
\$30,001 - \$40,000	8	7.21%	83.00%	84.61%	76.15%	80.16%	0.00%
\$40,001 - \$70,000	20	18.02%	94.74%	91.65%	97.83%	0.00%	0.00%
\$70,001 - \$110,000	29	26.13%	93.70%	95.29%	94.19%	90.36%	94.23%
\$110,001 - \$150,000	17	15.32%	96.54%	93.62%	97.46%	101.11%	0.00%
\$150,001 - \$200,000	14	12.61%	97.84%	97.27%	97.41%	100.61%	0.00%
\$200,001 and up	12	10.81%	95.63%	76.92%	98.67%	95.89%	95.08%
Average Sold/List Ratio		93.90%		90.74%	96.34%	93.44%	94.65%
Total Closed Units	111	100%	93.90%	40	55	14	2
Total Closed Volume	12,901,363			2.98M	6.67M	2.55M	698.00K

September 2019



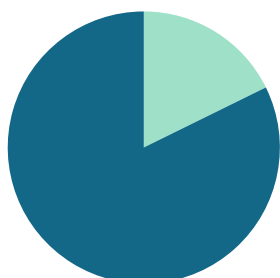
Area Delimited by Counties Haskell, Latimer, Leflore, McIntosh, Pittsburg, Pushmataha



MARKET SUMMARY

Report produced on Oct 11, 2019 for MLS Technology Inc.

INVENTORY

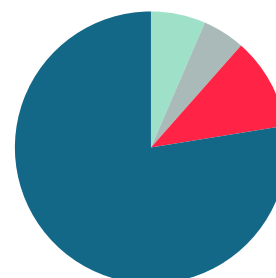


Inventory
 New Listings
300 = 17.72%
 Start Inventory
1,393
 Total Inventory Units
1,693
 Volume
\$293,141,034

Market Activity

Closed Sales
111 = 6.49%
 Pending Sales
86 = 5.03%
 Other Off Market
187 = 10.93%
 Active Inventory
1,327 = 77.56%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	89	111	24.72%	892	948	6.28%
Pending Sales	91	86	-5.49%	942	998	5.94%
New Listings	388	300	-22.68%	2,916	2,746	-5.83%
Average List Price	117,821	123,237	4.60%	129,148	140,029	8.43%
Average Sale Price	111,746	116,228	4.01%	121,848	132,079	8.40%
Average Percent of Selling Price to List Price	92.97%	93.93%	1.03%	93.18%	94.50%	1.41%
Average Days on Market to Sale	67.73	71.49	5.55%	67.96	65.56	-3.53%
Monthly Inventory	1,630	1,327	-18.59%	1,630	1,327	-18.59%
Months Supply of Inventory	16.56	12.60	-23.93%	16.56	12.60	-23.93%

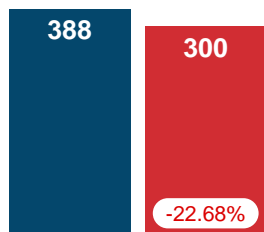
Absorption: Last 12 months, an Average of **105** Sales/Month

Inventory on September 30, 2019 = **1,327** 2018 2019

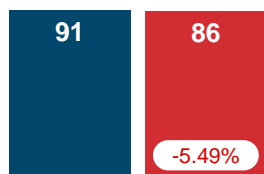
SEPTEMBER MARKET

AVERAGE PRICES

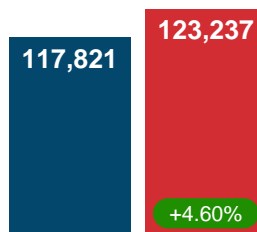
New Listings



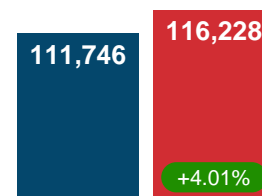
Pending Listings



List Price



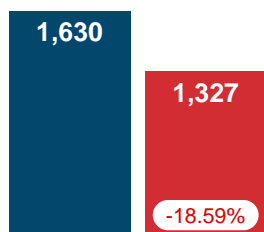
Sale Price



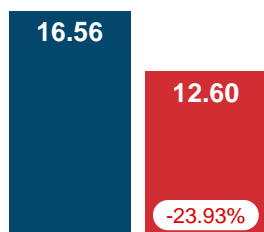
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

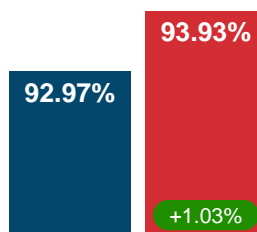
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

